



Small Wind Opportunity in California

Making it the People's Choice

Southwest Windpower

Renewable Energy Made Simple

Andrew Kruse

Brief Background

- Founded 1987 in Flagstaff Arizona
- Currently employ 62 people
- Largest producer of 400-3000 watt wind generators
- Produced over 85,000 units in the last 12 years
- 90% of our product is currently sold to the off-grid market
- Ship as many as 1000 wind generators per month.
- California is our single largest customer representing 15% of our sales



28,000 square foot manufacturing facility in Flagstaff

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Applications



Hybrid systems



Sailboats



Yurt Electrification



Security Lighting



Village Electrification



Happy Customers

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Small Wind Comes in all Sizes



Changes in the Small Wind Industry

- More new startups of small wind generators have been established in the last 36 months than in the last 10 years. Today, there are more than 70 producers of <50KW wind turbines. In 2000, there were less than 30.



What's New in Small Wind

- The industry has listened to customers and the result are new designs that meet their needs
- The installed cost of energy of small wind will be less than \$.10/kWh in the next five years!
- New generation turbines are designed for shorter towers, nearly silent operation and low installed cost

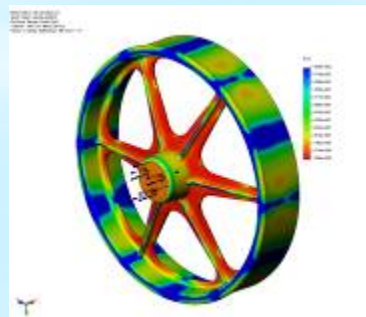


Silent Blades



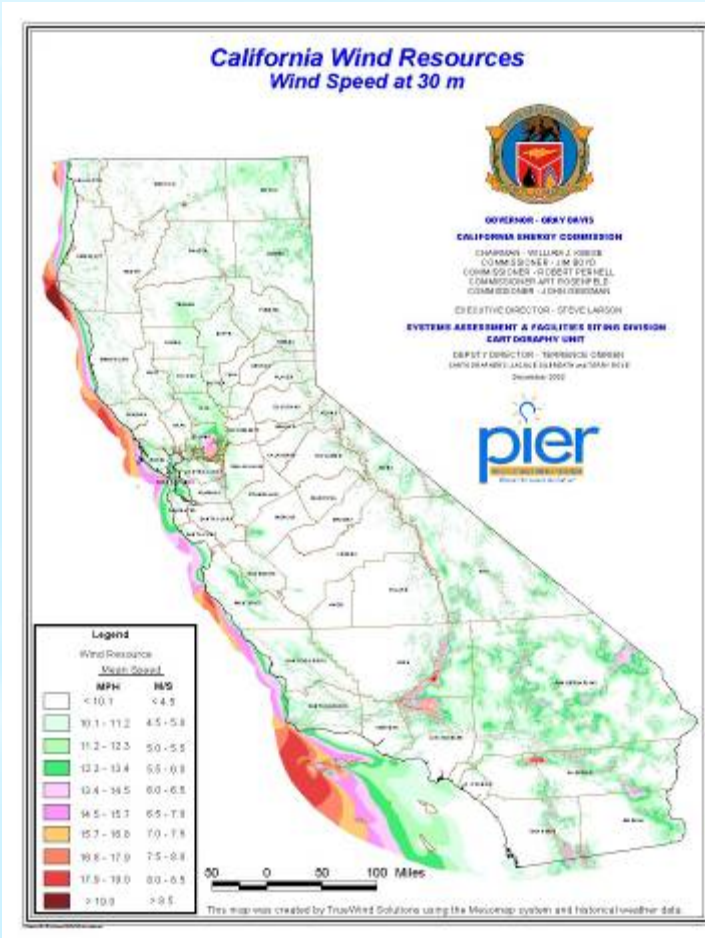
Free Standing Towers

Advanced Alternators



Small Wind in California

- High resolution wind maps have clearly shown the opportunity for small wind
- The Wind turbine industry began in California. Continued incentive programs will continue its legacy



Recommendations

“Let the Consumer Decide”

Small wind should be a part of the “Million solar roof program”

- Most small wind systems are typically installed with photovoltaics
- There are many thousands of homes located in rural windy places in California
- Small wind is a cost-effective solution and adds value to photovoltaics
- Recommend that the small wind incentive program is reinstated

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Southwest Windpower, Inc

1801 W. Hwy 66
Flagstaff, Arizona 86001 – USA

Phone: 928-779-9463
Fax: 928-779-1485

Web: www.windenergy.com
email: andy@windenergy.com
Contact: Andrew Kruse – VP

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